

## Message Text

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PAGE 01 LAGOS 05619 181105Z  
ACTION AF-10

INFO OCT-01 ISO-00 EB-07 /018 W  
-----181110Z 059652 /23

P R 171355Z MAY 77  
FM AMEMBASSY LAGOS  
TO USDOC WASHDC PRIORITY  
INFO SECSTATE WASHDC 1189

UNCLAS LAGOS 05619

ALSO FOR MEPD: JANICE PHILBRICK

E.O. 11652: N/A  
TAGS: BEXP, NI  
SUBJECT: ONITSHA-AGULERI ROAD CONTRACT YO.: 1441 SUBMISSION OF  
TENDER--SALIBA

1. COULD COMMERCE CONTACT: (L) WILLIS MCKNIGHT, MCKNIGHT CONSTRUCTION CO., 14913 EAST BLVD, BALDWIN PARK, CA. 91706, TEL: (213) 337-1281, AND (2) TUTOR-SALIBA, 13257 SATISCOY ST., NORTH HOLLYWOOD, CA. 91695, TEL: (213) 764-2500, AND RELAY MESSAGE.

2. ENGINEER M.F. KANYI, REGISTRAR, FEDERAL REGISTRATION BOARD, MR. S.O. SOYEGE, HIGHWAY DIVISION, FEDERAL MINISTRY OF WORKS, AND MR. AKANNI, SECRETARY OF TENDER BOARD ARE VERY INTERESTED IN TUDOR-SALIBA  
/

W.E. MCKNIGHT/WELDCO (NIGERIA) LTD. QUOTATION FOR CONSTRUCTION OF ONITSHA-AGULERI ROAD CONTRACT NO. 1441. ACCORDING TO MR. KANYI THE MINISTRY IS TRYING TO GET MORE REPUTABLE AMERICAN FIRMS INVOLVED IN ROAD CONSTRUCTION. THE ITALIANS ARE FAST LOSING GROUND AND THE BRITISH ARE TOO SLOW. SO, TUDOR-SALIBA PARTICIPATION IN THIS CONTRACT IS WELCOMED. HOWEVER, MEMORANDUM AND ARTICLES OF ASSOCIATION SHOULD BE FORWARDED ASAP. ALSO, TUDOR-SALIBA/W.E. MCKNIGHT SHOULD TELEX PARTNER SHIP AGREEMENT GIVING POWER OF ATTORNEY TO LOCAL LAWYER OR SENDING  
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REPRESENTATIVE IMMEDIATELY WITH THE INFORMATION. PARTNERSHIP AGREEMENT SHOULD INCLUDE: PROVISION FOR TRAINING FACILITIES, TECHNICAL KNOW-HOW AND EXPERTISE GUARANTEE, FINANCIAL GUARANTEE OF OPERATION, EQUIPMENT AT DISPOSAL OF WLDKO UNDER PARTNER'S SUPERVISION, AND ARBITRATION IN CASE OF DISAGREEMENT IN ACCORDANCE WITH NIGERIAN LAW.

3. THE INFORMATION MAY BE TELEXED IN SKELETAL FORM (PENDING COMPLETED DOCUMENTS) GIVING POWER OF ATTORNEY FOR SIGNATURE TO LOCAL LAWYER OR REPRESENTATIVE OF TUDOR-SALIBA/W.E. MCKNIGHT SHOULD BRING INFORMATION BEFORE MAY 24. THIS INFORMATION WILL CONCLUDE YOUR REGISTRATION. REGISTRATION IS A REQUIREMENT FOR THIS JOB.

4. MR. S.O. SOYEGE, CHIEF ENGINEER, HIGHWAY DIVISION, FEDERAL MINISTRY OF WORKS, SAID THAT THE FOLLOWING AMENDMENT SHOULD BE MADE TO PREVIOUS TENDER DOCUMENTS. "WITH REFERENCE TO ITEMS NO.411 AND 412 IN BILL NO.4 OF CONTRACT...APART FROM QUOTING FOR THESE ITEMS, WOULD YOU PLEASE SUPPLY QUOTATION FOR TOPSOILING AND GRASSING FOR THE SAME ITEMS WITH THE SUBMISSION OF YOUR TENDER. THE QUANTITIES REMAIN THE SAME AS SHOWN IN THE BILL."

5. IT SEEMS THAT CHANCES FOR TUDOR-SALIBA/W.E. MCKNIGHT ARE QUITE GOOD. MR. SOYEGE APPRAISES TENDER DOCUMENTS AND MR. AKANNI, SECRETARY OF TENDERS BOARD GIVES FINAL STAMP BEFORE APPROVAL BY THE FEDERAL EXECUTIVE COUNCIL. THEY HAVE BOTH GIVEN IMPRESSION THAT AMERICAN FIRM WITH TUDOR-SALIBA/W.E. MCKNIGHT'S EXPERIENCE WOULD HAVE GOOD CHANCE AT THIS JOB.

6. PERFORMANCE BONDS SHOULD BE PUT UP AFTER NOT BEFORE CONTRACT IS AWARDED.

7. SUGGEST TENDER BE TAILORED TO NAIRA 12 MILLION HEDGED WITH CONDITIONS TO NEGOTIATE FURTHER IF NECESSARY.  
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## Message Attributes

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**Review Markings:**  
Margaret P. Grafeld  
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